

## HEAVY AUTOMOBILE SALES EMPTYING LOCAL SALESROOMS

Washington Agents Visit Factories to Secure Better Deliveries Here.

### ORDERS BREAK ALL RECORDS

Dealers Swamped With Demonstration and Sales for Over Two Weeks.

By WILLIAM P. ROSE.

With a number of the local automobile men making trips to the factories which they represent in a frantic endeavor to get more cars shipped to their sales rooms, the greatest selling season in the history of the industry in Washington is coming to a close. Two more months will probably clean out every local agency.

"Buy now—make up your mind—book your order at once," is the kindest hearted, most sincere advice that can be given to any intending purchaser. Ten chances to one, an order booked now will not get delivery for several weeks, so that any hesitancy may cause a prolonged postponement of pleasure trips, with the possible prospect of actually being compelled to wait for the 1916 models, which will not begin to arrive in any great numbers until August or later.

The most casual trip along automobile row will confirm this report.

**Register Clean Sweep.**  
The Buick branch registered a clean sweep several weeks ago. Cook & Stoddard, the Cadillac agents, had just one reader model on the floor for immediate delivery last week; shipments are coming in weekly, but orders are coming faster. "Joe" Trew, of the Reo Agency, made a flying trip to Michigan, last week to secure faster shipments on Reo cars, and returned with assurances that bigger allotments would be made to Washington; but the Smith-Trew Company is still several orders behind delivery. There may be more cars later, but the wise man who wants a Reo will get his order in in haste.

William P. Barnhart has been to the King and Pullman factories recently trying to get more cars. Unusual numbers of both these makes have been sold this season. He has recently taken the agency for a new car, the Scripps-Booth, but even on this model he can not get enough cars to supply the demand, without delay.

"During the past few months," says the Overland agency, "when conditions were declared exceedingly poor by many business men, the sale of Overlands broke all records. We are increasing our factory to turn out 60 cars a day, but orders should be given now."

The Oldsmobile agents, the Pollock Corporation, report that the total amount of business in these cars for April, 1915, shows an increase of 32 per cent over the corresponding month of 1914. Fairly prompt deliveries can, however, be made on the small model.

**"Buy Now," the Slogan.**  
Coke lights are being purchased in this country at the rate of 200 per week; more Packards were shipped in the month of April than in any other month of its fourteen years of existence; the Saxon Motor Company shipped over 1,600 cars in April; 46,510 Fords were shipped in the same month. The Ford Agency, Miller Brothers, have taken orders for over 150 new cars already this month even though they started May more than 20 orders behind on deliveries, and the assembling plant is turning them out on the road as fast as night and day work will permit.

And so it might be reported of nearly every automobile sales room in the city. Most of them are swamped with demonstrations and sales. The proper move for any prospective purchaser of a motor car to be used this summer, is to "buy now."

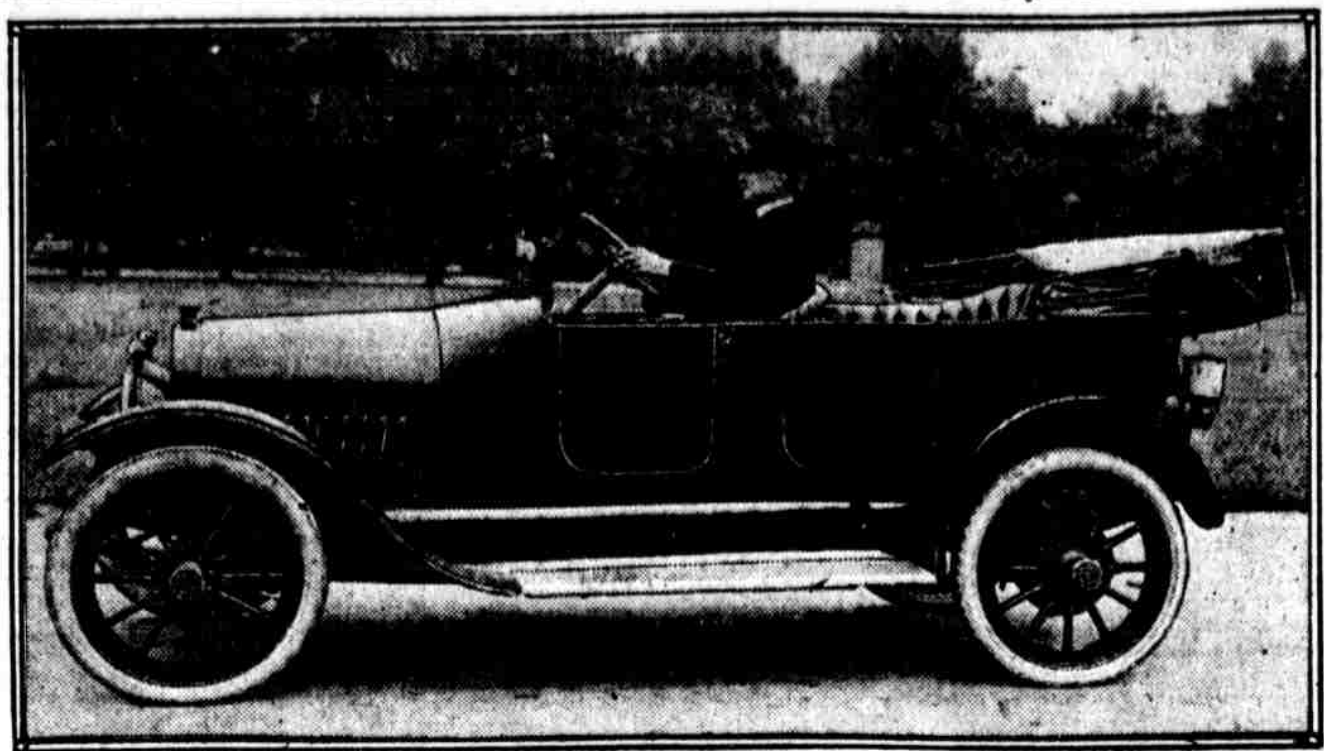
### Argo and Detroit Cars Stand Roughest Tests

Walter L. Smith, manager of the Smith Motor Sales Company, agent for the Argo and Detroit cars, is enthusiastic over the way the Argo has stood up over the roughest country roads in actual use.

The following sales and deliveries have been made recently:  
Alfred Mase, Young Motor Car Company, L. C. LaFon, W. E. Rouse, Thomas Garrett Farney, B. B. Barrett, A. G. Hartenstein, Charles Spencer, E. C. Hibbs, Daniel Wilber, S. O. Burgette, W. E. Wilson, Jr., George Tyler, Dave Campbell, F. C. Smart, and C. P. Calloway.

A 1915 Detroit four was delivered to J. A. Herbert yesterday. The car is fully equipped.

## FIRST 1916 EMPIRE CAR IN CAPITAL



DR. D. F. PYLE,

Washington Agent For the Machine, At the Wheel of Model 33.

## Caring for One's Own Car

By "GEARS."

"Gears" is a mechanical engineer who drives and cares for his own car. He will discuss your problems in this column weekly. Inclose self-addressed, stamped envelope for answer to questions not of general interest.

### Efficiency of Headlights.

Much of the superiority of the electric headlight is due to the parabolic reflector which affords a powerful, parallel beam expanding at an angle of four degrees, and a diffused beam of 90 degrees. With properly designed lamps this quickly diverging beam is quite unreflected and free from side glaring effects. Many motorists are not aware of the relative values of the lens mirror (gas lamps) and the parabolic reflector.

With the former about 25 per cent of the effective candlepower will deliver light rays that are reflected or magnified, while with the electric lamp practically 75 per cent is useful. It is estimated that a 12-candlepower electric bulb properly focused in a parabolic reflector will give as much light as a 40-candlepower gas flame in a lamp having a concavo-convex lens mirror.

With the lens mirror the rays of light must pass twice before being projected in a useful beam. The concavo-convex form of lens mirror is generally used in motor vehicle lamps.

### Tests for Leaking Rings.

Loss of compression in one or more cylinders of the motor is due to failure of the valves to seat or to leaky piston rings. If after grinding in the valves a cylinder fails to hold compression, crank slowly when the motor is hot, and watch the breather. If gas is

## Automobile Notes

Rudolph Jose, pioneer automobile salesman whose name is synonymous with Cadillac success in Washington, was the first of the local motor car dealers to join the new auto club.

Judge George E. Martin of the District supreme court, who joined the club several weeks ago, intends to motor to Toledo. The best automobile route from Washington to Toledo, is being prepared for him by the club's touring bureau.

Applications received during the past week for the membership in the automobile club were from persons representing nearly every phase of Washington life—army, navy, social, professional business and official. Among these were: Dr. James M. Flint, Dr. MacPherson Crichton, Earl E. Culp, Franklin P. Wilson, J. Harry Cunningham, John H. Cowles, Greenville Smith, Robert Randall, R. W. Grier, John Oliver LaGorce, Robert P. Rose, Major Gen. J. P. Sanger, U. S. A., Louis S. Owsley, D. A. Smith, Howard H. Johnson, Frederick A. Delano, William M. Day, Walter H. Savory, Charles W. Cuthbertson, Fred S. Hardesty, Rear Admiral J. D. Adams, U. S. N., and Albert Hupp.

To Mrs. Annie M. Bohrer belongs the honor of being the first woman autist to join the club. Mrs. C. O. Foster was the second. Both women are enthusiastic motorists and each spends a great portion of the summer seeking out valleys and uplands in their motor cars.

"I need neither maps nor touring information at the present time," said Arthur J. Tholl, after introducing himself at auto headquarters, "but want to take out a membership because the underlying principle of the organization appeals to me. Its aims and objects are right and every Washington motorist should join."

## TRANSCONTINENTAL TOUR RECORD BROKEN

Breaking all records on a transcontinental tour, E. C. Baker, driving Stutz "Bearcat," reached New York at 10 o'clock Tuesday morning, having started eleven days ago from the San Diego Exposition. Baker's actual running time was 11 days, 7 hours 15 minutes, and the distance covered 3,728 miles. In this run he broke his own motorcycle transcontinental record when he covered by another route the distance of 3,775 miles in 11 days 12 hours 10 minutes.

Accompanying Baker and acting as official observer was W. F. Sturm, an Indianapolis, Ind., newspaper man. The car is one of the regular Bearcat models such as sold off the salesroom floor to customers, the new additions in equipment being a shovel, extra horn, extra lamp, a block and tackle, etc. The run was remarkable in that there were several days of hard rains en route.

**Run Without Mishap.**  
The trip was made without mishap of any sort, no motor or transmission trouble being encountered, and the motor had the same healthy hum when it purged into New York city as when it left San Diego at midnight May 6. The car went through one set of tires, the front casing still holding California air, while the rear ones were subjected to four punctures.

Baker drove every inch of the way, but according to Sturm, riding in the seat beside him was equally strenuous work. If not more so, for at times when Baker hit the high spots, his mate was bounced out of his seat repeatedly, sometimes landing in the gasoline tank. The run was not under the sanction of the American Automobile Association for the reason that the A. A. A. will not sanction a contest of this nature where speed on public highways is a factor. The insertion of the Stutz crew respected speed laws in all of the cities and towns encountered, and made their fast time in open country.

The route included every possible road condition, desert, mountain, plain, sand, mud and boulevard. Night stops were made at Phoenix, Ariz.; El Paso, Texas; Howell, N. M.; Plainfield, Kan.; Emporia, Kan.; Lexington, Mo.; Greenville, Ill.; Dayton, Ohio; Greensburg, Pa.; and Philadelphia.

**Longest Day's Run 592 Miles.**  
The longest day's run was on the second leg of the trip, when the distance of 592 miles from Phoenix to El Paso was covered, and this was one of the hardest. There were about ninety miles of mountain climbing, some miles of exceedingly bad going near Blaine, Ariz., and more than 100 miles of desert sand.

## SEVEN MOTORCYCLES FOR SIGNAL CORPS

Highly Recommended By Chief Officer As Saver of Time During War.

Seven Indian Motorcycles have been delivered by the Hendee Manufacturing Company to the Signal Corps of the United States army. The machines are painted an olive drab, corresponding to the prevailing color tone of the uniforms of the army, and enlisted men of the Signal Corps will be instructed in their handling, preparatory to active use in summer maneuvers in the field. The purchase was authorized after careful investigation, the favorable opinion of the officers of the Signal Corps being indicated in the following extracts from a statement of Brig. Gen. George F. Scriven, chief signal officer: "The motorcycle has come down to such a status and is so standardized that it is most valuable as a great saver of time; and for the delivery of telegraphic messages, for repair work of telegraph lines, for running work on field lines, field wires, and so on, it is most excellent. It saves horses and automobiles, too. The engineers are finding it useful. It will go where a car cannot."

## Sixteen Reos Sold During Present Week

The following sales of Reos have been made by the Smith-Trew Company, 829 Fourteenth street, this week: F. C. Smith, L. D. Underwood, Captain F. R. Hill, J. S. Windsor, Edward F. Morrissey, F. D. Johnston, T. D. Darby, Wm. Britton, Captain C. S. Haight, E. S. Leffler, Thos. E. Greene, Private Hubbard, Haley G. Douglas, M. P. Kirby, W. T. Knox, Lawrence Wehrheim.

## GRANT! GRANT! GRANT! \$820 WASHINGTON

"Sixes" vs. "Fours"

WHEN YOU BUY A "SIX" YOU GET THE NEWEST STYLE AND BEST INVESTMENT.

Why sink money in a car already out of style and bound to become more so each day? When you buy a "Six" you buy on a rising market. When you buy a "four" you buy on a declining market.

Our proposition is simple. We say, ride in "fours" and ride in "Sixes." Ask your friends who have "Sixes" if they would go back to "fours." We are sure you will want a "Six" after making such a test.

Zell Motor Car Company, 1405 H St.

You can trust yourself and family anywhere in our cars.

Terminal Taxicab Co. NORTH 1212.

## AUTOMOBILES Motorcycles and Accessories.

GASOLINE CARS.

Studebaker Commercial Auto & Supply Co. 14th St.

ELECTRIC CARS.

Emerson & Orma 1407 H St.

ACCESSORIES.

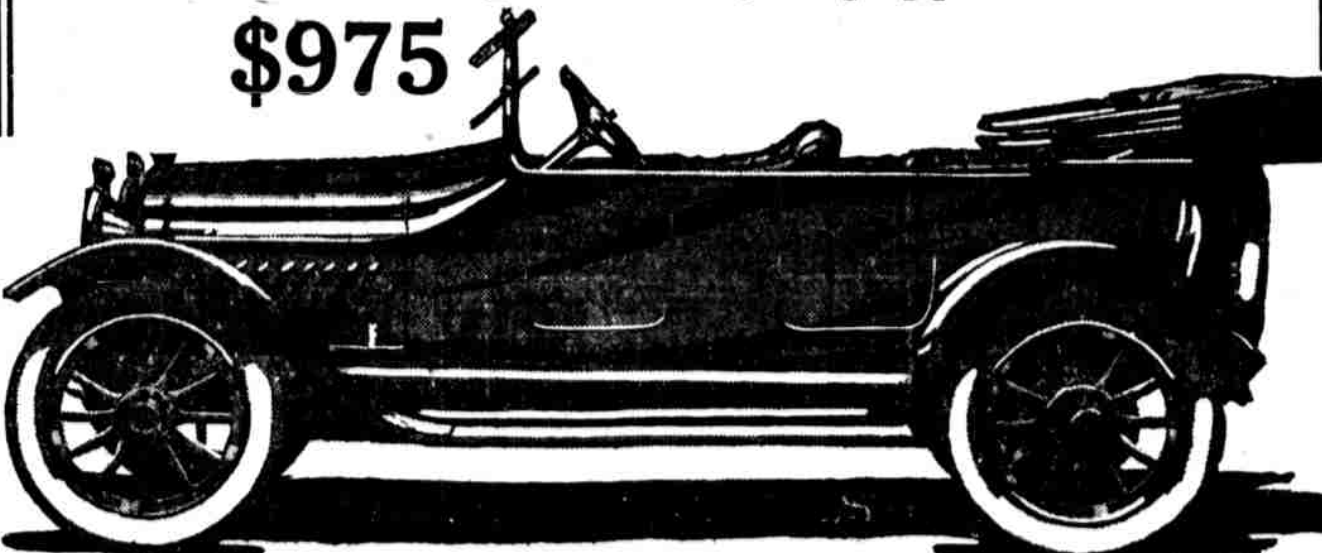
National Electric Supply Co. 1224-1230 N. Y. Ave.

## SPECIAL ANNOUNCEMENT

# 1916--Model 33 EMPIRE

Touring Car Fully Equipped

\$975



Immediate Delivery

Demonstration by Appointment

**Equipment**—Silent Remy electric starting and lighting, fully guaranteed for one year; Willard oversize storage battery substantially supported and concealed under running board splashers, but accessible through door; dash charging indicator; two sets combination head lamps with powerful electric lights and small auxiliary lamps above for city driving and passing vehicles; electric tail lamp; one-man mohair top, with top boot and automatic curtains operating from the inside of car; rigid post, rain vision, ventilating windshield; Stewart speedometer; Stanwell demountable rims with one extra rim; dash carburetor air adjustment; double spare tire carrier; rubber shock bumpers on front and rear; robe and foot rails; electric horn; extension lamp; full floating rear axle; tool kit; pump; jack, etc.

**Guarantee**—Every part of the Empire Car is guaranteed for ONE YEAR. The usual practice of manufacturers is to guarantee for but ninety days. The fact that the life of the Empire warranty is four times as long as the prevailing custom gives the best evidence of the Empire Company's faith in its product.

D. F. PYLE, 1101 14th Street N. W. Phone North 298  
Service Station, Rear 1303-5-7 K St. N.W. E. W. Fox in Charge



## Only ONE Hand Could Make Prints Like These!—There Is Only ONE Concern in Washington Like the Record Auto Supply and Service Co.

We Prevent Ford Troubles As Well As Correct Them.

By reason of the fact that we give our attention to the correction and prevention of Ford troubles ONLY, we are in a far better position to give you the best of service.

Our Service Department

Is all that its name implies. Every possible service is rendered. Special tire service—such as examining and testing tires for defect. Free air. Expert tire repairing, vulcanizing, etc. If you are a new Ford owner, after trying out the car and consulting with your friends, you will find that there are some useful luxuries which you can apply to your car, such as the following, which can be bought for a time at these low prices:

Funk Demountable Rims	\$20.00
Set Shock Absorbers	\$8 to \$15
Tire Irons put on	\$2.50
Fire Covers	80c
Gold Initials, put on	75c
Spartan Horns	\$4.00
Klaxon Horn	\$7.00
(We allow \$1.50 on old horns taken in exchange)	
Invader Cylinder Oil, gallon	30c
Touring Car Seat Covers	\$8.75
Mahogany Door Strips, put on	\$2.00
Gasoline, gallon	12c

Guaranteed Radiator Repairing. Our Service and Rates Will Meet Your Approval. Phone Main 23.

**Record Auto Supply and Service Co.**  
631 Massachusetts Ave. N. W.  
M. A. BAYLES W. F. HALE

## Announcement

While it is a fact that we have had so many orders for Reo cars this Spring that we have been embarrassed in some cases to deliver promptly, J. B. Trew, president of the company, has just returned from the Reo factory with assurances that cars will be shipped in greater numbers and more often from now on.

We will be very glad to book your order for a Reo at any time on the basis of delivery with reasonable promptness.

**Smith-Trew Motor Co.**  
829 14th Street N. W.



Demonstration by Appointment  
Catalogue on Request—Terms if Desired

**Osborn & Leishear**  
823 9th St. N. W. M 7069

## TALK IS CHEAP! Take a Ride in the New DETROITER

And Judge for Yourself. FOR \$985

We claim we have the most complete and dependable car on the market.

Our owners are our recommendations. The Detroider is five passenger, self starter, one man top, stream line body.

IT IS DIFFERENT  
The Wheel Base Is 112 Inches  
Deliveries at Once.

**SMITH MOTOR SALES COMPANY**  
2017 14th Street North 5461

TIMES WANT ADS BRING RESULTS

## PROVED!

June 15th Ends Our First Year

Thru—ENORMOUS SALES  
RELIABILITY  
EFFICIENCY

We Have Proved

**THE ARGO CAR**  
At \$295

was wanted and needed by all. We have only 12 more Argos to deliver this season. Own a car this summer! Pay under \$300 for it!

OWN AN ARGO!!!

**Smith Motor Sales Company**  
2017 14th Street N. W. North 5461